

## Message Text

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44

ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 R

DRAFTED BY COM/SAD/DMCDONOUGH/EMB

APPROVED BY EB/OCA/CM/BEBYRON

COM/SAD/JEMURRIN

COM/SPSY/RTURNER

COM/DM/HHEIKENEN

COM/ITALY/HLINDSTROM

EUR/RPE/RBRESLER

----- 090265

P 291855Z JAN 76

FM SECSTATE WASHDC

TO AMCONSUL BARCELONA PRIORITY

AMEMBASSY BERN

AMEMBASSY MADRID

AMCONSUL MILAN

AMEMBASSY ROME

AMCONSUL ZURICH

UNCLAS STATE 022441

E.O. 11652: NA

TAGS: BEXP, SP, SZ, IT

SUBJECT: STATUS MARCH SECURITY TRADE MISSION

REF: JAN. 16 TELEGRAM -- STATUS RE,ORT

1. DUE TO RECURRENT RECRUITMENT DIFFICULTIES AND IN VIEW OF THE FACT TAT COMMERCE HAS GARNERED A NUMBER OF PROSPECTS FROM THE FRANKFURT SHOW LIST BY SUGGESTING DATES CLOSER TO TRADE CENTER SHOW, USDOC PROPOSES THAT IH ORD-R TO SALVAGE MISSION THE DATES OUTLINED IN REFTEL (MARCH 21 TO APRIL 3) 0E USED AND THAT SWITZERLAND BE DROPPED FROM THE ITINERARY AS IT PRESENTS A DIRECT CONFLICT WIT' THE FRANKFURT SHOW. L; NEW DATES WILL DOVE-TAIL WITH TRADE CENTR;ER SHOW OPENING DATE OF APRIL 6.

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2. THE NEW SUGGESTED ITINERARY WILL BE:

--- MADRID - MARCH 21-23  
--- BARCELONA - MARCH 24-27  
--- RO;E - MARCH 28-30  
--- MILAN - MARCH 31 - APRIL 3

3. COMMERCE HAS COMMITMENTS FROM THE FOLLOWING COMPANIES:

--- TECHNICAL INTERNATIONAL CORP.  
--- MOSLER SAFE CO.  
--- ARVIN SYSTEM  
--- CHARLIE SALE AND ASSOC.  
--- MID-EAST SPECIALISTS INC.-- MR. JOHANN GUTENBERG--  
--- RADAR INTRUSION AND SMOKE DETECTION DEVICE

4. COMMERCE REQUESTS POST CONFIRMATION NEW DATES AND ITINERARY A;AP.

5. BERN/ZURICH SUPPORT IN THIS SCHEDULE CHANGE WOULD BE APPRECIATED.

6. NOTE: BERN/ZURICH--REASON FOR DROPPING SWISS ITINERARY REACHED SOLELY ON MARKETING GROUNDS. U.S. INDUSTRY INTEREST IN SPAIN AND ITALY FAR EXCEEDED THAT FOR SWITZERLAND, AND DIRECT CONFLICT WITH FRANKFURT REQUIRED THE ELIMINATION OF ONE COUNTRY. KISSINGER

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## Message Attributes

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**Concepts:** n/a  
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**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
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**Review Authority:** hattaycs  
**Review Comment:** n/a  
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**TAGS:** BEXP, SP, SZ, IT  
**To:** BARCELONA MULTIPLE  
**Type:** TE  
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